

FRANCHISE	DATE	POPULATION	COMPETITOR	HOMES
Michigan Continued				
Huntington Woods	July-97	6,400	TCI	2,400
Clawson*	July-97	13,900	TCI	5,600
Berkley	July-97	17,000	TCI	6,650
Roseville*	August-97	51,400	Media One	20,050
Eastpointe	October-97	35,000	Comcast	13,500
Westland	October-97	86,000	Media One	35,000
Riverview	November-97	13,900	TCI	4,200
MICHIGAN TOTALS		1,207,600		486,700
 Ohio				
Hilliard*	March-96	18,000	Time Warner	8,100
Upper Arlington*	March-96	36,000	Time Warner	14,950
North Olmsted*	April-96	35,000	Cablevision Systems	13,900
Columbus*	April-96	600,000	Time Warner, Coaxial	316,050
Berea*	June-96	20,000	Cablevision Systems	7,800
Perry Township*	July-96	6,500	Time Warner	1,650
Worthington*	September-96	19,000	Time Warner	6,550
Clinton Township*	October-96	4,500	Time Warner	2,250
Riverlea*	October-96	750	Time Warner	250
Blendon Township*	December-96	11,300	Time Warner	3,900
Sharon Township*	January-97	2,000	Time Warner	900
Fairview Park*	March-97	18,000	Cox Communications	8,150
Franklin Township*	April-97	13,900	Time Warner	5,450
Marble Cliff	July-97	600	Time Warner	150
Mifflin Township*	August-97	650	Time Warner	300
Valleyview*	August-97	600	Time Warner	250
Minerva Park*	August-97	1,500	Time Warner	650
Norwich Township*	August-97	5,200	Time Warner	1,900
Madison Township	October-97	12,000	Coaxial/Time Warner	5,000
Westlake*	November-97	30,400	Cablevision	12,800
Jackson Township*	November-97	6,000	Time Warner	2,000
Dublin	December-97	22,000	Time Warner	7,500
Prairie Township	December97	18,000	Time Warner	7,200
New Rome	January98	100	Time Warner	50
Brice	January-98	100	Coaxial	50
OHIO TOTALS		882,100		427,750
 REGIONAL TOTALS		 2,571,200		 1,111,600

* Denotes the communities where we offer americast ® cable TV service in parts or all of the community.

Examples of Competitive Response To Ameritech Market Entry

Competitor	Before Ameritech New Media's Entry	After Ameritech New Media's Entry	Adjacent Non-Competitive Community Served by Incumbent
Time Warner	Wayne, MI Expanded Basic \$23.95 Disney \$11.45 Regional Sports \$13.95 Premiums \$12.95 <u>Converter/remote \$3.37</u> Total Package \$65.67	Wayne, MI Added 17 channels Expanded Basic \$22.81 (Incl. Disney & Regional Sports) Premiums \$9.95 <u>Converter/remote \$2.95</u> Total Package \$35.71	Farmington, MI Nearly identical Lineup Expanded Basic \$29.02 (Incl. Regional Sports) Disney \$8.95 Premiums \$8.95 <u>Converter/remote \$2.40</u> Total Package \$49.32
Cablevision	Berea/North Olmsted, OH Expanded Basic \$19.63 Disney \$10.45 <u>Premiums \$10.45</u> Total Package \$40.53 Tyson/Holyfield fight \$49.95	Berea/North Olmsted, OH Added 20 channels Expanded Basic \$21.95 (Incl. Disney) <u>Premiums \$9.95</u> Total Package \$31.90 Tyson/Holyfield fight Free	Strongsville, OH 18 less channels Expanded Basic \$23.44 Disney \$10.45 <u>Premiums \$9.95</u> Total Package \$43.84 Tyson/Holyfield fight \$49.95
Media One	Canton, Plymouth, MI Expanded Basic \$21.79 Disney \$9.69 Regional Sports \$11.95 <u>Premiums \$9.69</u> Total Package \$53.12	Canton, Plymouth, MI Added 20 channels Expanded Basic \$22.95 (Incl. Disney & Regional Sports) <u>Premiums \$9.69</u> Total Package \$32.64	Ann Arbor, MI Nearly identical lineup Expanded Basic \$26.75 (Incl. Disney & Regional Sports) <u>Premiums \$9.69</u> Total Package \$36.44

Before = Prior to the competitive response to Ameritech New Media's launch

After = There is a competitive response either immediately before Ameritech New Media's launch in a market or a few months following.

Examples of Competitive Response To Ameritech Market Entry

Competitor	Before Ameritech New Media's Entry	After Ameritech New Media's Entry	Adjacent Non-Competitive Community Served by Incumbant
TCI	Royal Oak, MI Expanded Basic \$32.23 Equip \$3.30 Disney \$10.45 Regional Sports \$12.95 <u>Premiums \$14.95</u> Total Package \$73.88	Royal Oak, MI Expanded Basic \$28.95 1st Equip Free Indefinitely (Incl. Disney and Regional Sports) <u>Premiums \$10.45</u> Total Package \$39.40	Rochester, MI Identical Lineup Expanded Basic \$32.23 Equip \$3.30 (Incl. Disney and Regional Sports) <u>Premiums \$10.45</u> Total Package \$45.98
TCI	Lincoln Park, MI Expanded Basic \$25.32 Equip \$3.30 Disney \$10.90 Regional Sports \$10.90 <u>Premiums \$14.95</u> Total Package \$65.37	Lincoln Park, MI Added 13 channels Expanded Basic \$23.95 1st Equip Free Indefinitely (Incl. Disney and Regional Sports) <u>Premiums \$10.45</u> Total Package \$34.40	Gibraltar, MI Nearly Identical lineup Expanded Basic \$26.01 Equip \$3.30 (Incl. Disney and Regional Sport) <u>Premiums \$10.45</u> Total Package \$39.76
Comcast	Southgate, MI Expanded Basic \$24.05 Disney \$12.95 Regional Sports \$12.95 <u>Premiums \$11.95</u> Total Package \$61.90	Southgate, MI Added 16 channels Expanded Basic \$23.95 (Incl. Disney and Regional Sports) <u>Premiums \$12.95</u> Total Package \$36.90	Grosse Isle, MI Nearly Identical Lineup Expanded Basic \$27.06 (Incl. Regional Sports) Disney \$ 7.95 <u>Premiums \$12.95</u> Total Package \$47.96

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Comcast	<p>Melvindale, MI</p> <p>Expanded Basic \$25.95 <u>Disney \$12.95</u> Total Package \$38.90</p> <p>Starter Pack - Expanded Basic, Equip, HBO,2,3, Encore for \$43.95</p>	<p>Melvindale, MI</p> <p>Added 31 Channels</p> <p>Expanded Basic \$25.95 <u>(Incl. Disney)</u> Total Package \$25.95</p> <p>Starter Pack - Expanded Basic, Equip, HBO,2,3, Encore for \$29.95</p>	<p>Harper Woods, MI</p> <p>Nearly Identical Lineup</p> <p>Expanded Basic \$27.95 <u>Disney \$12.95</u> Total Package \$40.90</p> <p>Starter Pack - Expanded Basic, Equip, HBO,2,3, Encore for \$39.95</p>
Coaxial	<p>Columbus, OH</p> <p>Expanded Basic \$29.61 Disney \$6.95 <u>TCM \$11.95</u> Total Package \$48.51</p>	<p>Columbus, OH</p> <p>Added 9 channels</p> <p>Expanded Basic \$26.40 <u>(Incl. Disney & TCM)</u> Total Package \$26.40</p>	<p>Whitehall*, OH</p> <p>Identical Lineup</p> <p><u>Expanded Basic \$26.40</u> <u>(Incl. Disney & TCM)</u> Total Package \$26.40</p> <p>*ANM is near completion of franchising discussions with Whitehall.</p>

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